



# OSBP Learning Series: What to Know Before You Go

*Countdown to Success Supplier  
Summit with Supplier Matchmaking  
Session*

## Featured Speakers

Kevin Limehouse, Charleston County Government

Steven Dykes, Charleston County Government

Tammie Greene, South Carolina Department of Commerce

Truphelia M. Parker, NASA Office of Small Business Programs

February 17, 2021



# Housekeeping

- If you have any questions during the presentation, please enter them into the Q&A Box.
- Other comments, like technical difficulties, please input them in the Chat Box.
- We will have a formal Q&A after the final presenter concludes, using questions from the Q&A Box.
- Please keep your computers on mute when not speaking.
- Please fill out the survey sent at the end of this presentation.

# Polling

**1. Is this the first webinar hosted by the NASA Office of Small Business Programs that you have attended?**

- a. YES
- b. NO

**2. How did you learn about this webinar?**

- a. OSBP Website
- b. Communication from a NASA Center
- c. Marketing email from OSBP
- d. Marketing email from MUREP
- e. Social Media
- f. Eventbrite email
- g. Other (if you select other, tell us where in the CHAT BOX)

# About the NASA Office of Small Business Programs

The NASA Office of Small Business Programs (OSBP) is located at Headquarters in Washington, D.C. and is under the leadership of Associate Administrator Glenn A. Delgado.

Our vision is to promote and integrate all small businesses into the competitive base of contractors that pioneer the future of space exploration, scientific discovery, and aeronautics research.

The NASA OSBP webinar series offers in-depth training relevant to small businesses; and provide the opportunity to ask questions directly to key points of contacts at the Agency.



# Kevin Limehouse

Featured Speaker



Mr. Kevin Limehouse  
Project Officer  
Office of the Deputy Charleston Administrator  
Charleston County

Kevin Limehouse is the Project Officer for Charleston County. Kevin works directly with staff to improve the services the County provides to its citizens, researches and develops efficient internal processes, and cultivates relationships with external partners by developing innovative projects and initiatives that result in community improvements. Some of his current projects include: planning and preparing for connected and autonomous vehicles, developing smart city improvements, smart green infrastructure, electric vehicles, renewable energy improvements, hosting the PGA's return in 2021, and various events and programs with NASA.

Kevin is especially proud of the partnerships that led to the creation of the Center of Resilience Excellence South Carolina (CORE SC), a NASA inspired center serving the State of South Carolina focusing on creating resilience solutions.

A native of Charleston, South Carolina, Kevin attended the College of Charleston and graduated with a degree in Political Science.

# Steven Dykes

Featured Speaker



Steve Dykes  
Executive Director of Economic Development  
Charleston County Government

J. Steven Dykes has served as the director of the Charleston County Economic Development Department since the inception of its program in 1993. A native of Charleston, Dykes earned his undergraduate degree in political science at the College of Charleston in 1979 and his Master's in Public Administration (MPA) in 1982 from the joint University of South Carolina / College of Charleston program. He is a 1995 graduate of the Economic Development Institute at the University of Oklahoma, a 1996 graduate of Leadership Charleston, and earned his accreditation in 2008 as a South Carolina Certified Economic Developer. He recently graduated from The Advanced Economic Development Leadership Program, sponsored by The University of Alabama, Clemson University, Texas Christian University and Southern Mississippi.



# Tammie Greene

Featured Speaker



Tammie Greene  
Supplier Outreach Program Manager  
South Carolina Department of Commerce

Tammie Greene serves as the Business Outreach Program manager at the South Carolina Department of Commerce. In this, role she is responsible for overseeing the Small Business and Supplier Outreach programs. She is also charged with facilitating business growth and supplier outreach opportunities in South Carolina, while supporting existing industries. Tammie is a graduate of the University of South Carolina and has over 17 years in Economic & Workforce Development.

# Truphelia M. Parker

Featured Speaker



Truphelia M. Parker  
Program Specialist  
NASA Office of Small Business Programs

Ms. Truphelia M. Parker joined the NASA Office of Small Business Programs in November 2006 as a program support contractor. Currently, Ms. Parker, now a civil servant, provides direct oversight of five major programs and several operational components providing guidance and information for the agency's small business program to include but not limited to strategic planning, information technology, organizational processes and external relations and outreach. Ms. Parker is a Contracting Officer's Representative and has a Master of Public Administration from Southern University in Baton Rouge, Louisiana and a Bachelor's of Science in Political Science from Tuskegee University in Tuskegee, Alabama and is a member of the Presidential Management Intern Class of 1999. In a volunteer capacity Ms. Parker is activity involved in the Loudoun County Alumnae Chapter of Delta Sigma Theta Sorority, Incorporated, which is a private, not-for-profit organization whose purpose is to provide assistance and support through established programs in local communities throughout the world.



# Featured Presentation



OFFICE OF **SMALL BUSINESS** PROGRAMS  
...where small business makes a **BIG** difference

# INTRODUCTION TO CHARLESTON COUNTY ECONOMIC DEVELOPMENT

Steve Dykes  
Executive Director

## MISSION

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- Recruiting new business
- Growing existing industry
- Improving the Charleston business climate



## CHARLESTON IS GLOBALLY CONNECTED



4.5 million  
passengers fly out  
of CHS annually



2.2 million  
container units  
handled by SCPA  
annually



Home to  
multi-national  
corporations



Cultural epicenter  
known as an  
international  
tourism  
destination

## CHARLESTON IS DIVERSIFIED

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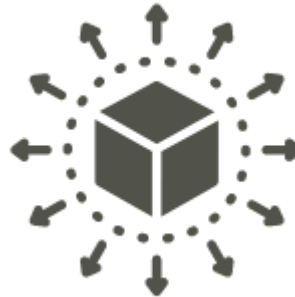
**AEROSPACE**



**AUTOMOTIVE**



**INTERNATIONAL  
TRADE & LOGISTICS**



**LIFE SCIENCES**



**INFORMATION  
TECHNOLOGY &  
DEFENSE**



**Only county in the world that hosts a wide-bodied aircraft manufacturer and an automotive vehicle manufacturer.**

## BUSINESS CONCIERGE PROGRAM

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- Workforce Solutions
- Real Estate
- Marketing Support
- Sector Initiatives
- Incentives





## TESTIMONIALS

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“The support we have had with Charleston County Economic Development, Steve Dykes and his staff, is **more like family than anything else**. In 1993, when the base closure was announced, Steve and his staff stood up and went to work.”

- CMMC, LLC Owner Danny Rowland

“Since coming to South Carolina in 2009, the **Boeing Company** has **greatly appreciated our deep relationship** with Steve Dykes and the Charleston County Economic Development team. **They are committed to the success** of this region and we know they are as committed as we are to ensuring that Boeing South Carolina is successful for generations to come.” - **Former Boeing South Carolina Vice President & General Manager Joan Robinson-Berry**

## CONTACT US TO LEARN MORE

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Steve Dykes, Executive Director

[SDykes@CharlestonCounty.org](mailto:SDykes@CharlestonCounty.org)

Jennifer Brown, Director of Business Development

[JDBrown@CharlestonCounty.org](mailto:JDBrown@CharlestonCounty.org)

# NASA COUNTDOWN TO SUCCESS WHAT TO KNOW BEFORE YOU GO



**South Carolina**  
Department of Commerce

Just right for business.





# Business Outreach Team

- Provides access to tools
- Networking Opportunities
- Referrals to agency partners
- Provides direct customized assistance



# How Does the Business Outreach Team Assist Companies?



The goal of the Business Outreach team is to provide mutually beneficial connections for South Carolina Businesses.

**Business Resource Website -**  
<https://scbizdev.sccommerce.com/>

- Connects companies with funding, data and analytics, local resources and potential buyers.
- Provides directories for business consultation, funding and workforce recruitment opportunities.



# Business Outreach Team Company Assistance Continued



- **Small Business Forums** – connect small businesses with financial, operational, and business development resources virtually and in-person.
- **SizeUp tool** - to help individual companies evaluate S.C. markets and competition.

In need of a product, component or service?

- Use **SourceSC** - a free online portal to help find local suppliers and also listed as a supplier to grow your business. [www.SourceSC.com](http://www.SourceSC.com)
- **Sourcing Requests** – direct inquiries from S.C. companies who are in need of specific goods, services, or recycling needs provided by suppliers within the state.





# Business Outreach Team Company Assistance Continued



- **Initial Supplier Support** – Assist with locating suppliers for every stage of the process (construction, indirect, direct). Serve as temporary point of contact, personalized email setup & supplier database.
- **Outreach Events** - Contractors, subcontractors, and suppliers learn more about a new announcement or expansion project and how to get involved.
- **B2B Matchmaker Events** - Opportunity for suppliers to meet one-on-one with companies to discuss capabilities.
- **Supplier Optimization Support** – Assist suppliers experiencing marginal performance issues identified through OEM/Tier 1.



# 2021 Events

## February 16 – 17 – STREAM 2021 (Virtual)



*Connect manufacturers within the greater Charlotte region in an exposition, allowing businesses to strengthen local supply chain channels, both upstream and downstream, and to enhance the efficiency of industry operations by accessing critical components and raw materials.*

## March 3 – NASA Matchmaking (Virtual)



*One-on-one rapid interviewing sessions that connect businesses with NASA Centers, the Jet Propulsion Laboratory, NASA Solutions for Enterprise-Wide Procurement, and NASA Prime Contractor.*

## May 11 – South Carolina Automotive B2B (Virtual )

*OEM and Tier 1 companies will have an opportunity to meet with potential suppliers in a one-on-one matchmaker setting. On the indirect and direct side, South Carolina manufacturing, logistics and technical services related companies will be invited to sign up for meetings with your buyer/procurement representative(s).*



# NASA Matchmaker – What to Know

## **Community Partners:**

Small Business Development Center - SBDC  
Small Business Administration - SBA  
South Carolina Department of Commerce

## **Prime Contractors:**

Northrop Grumman  
Serra Nevada Corporation  
Jacobs Technology, Inc.  
SAIC  
Linc Research Group  
Teledyne Brown  
Boeing  
S3 Syncom Space Services



## **NASA Centers:**

NASA Ames Research Center  
NASA Armstrong Flight Research Center  
NASA Glenn Research Center  
NASA Goddard Space Center  
NASA Jet Propulsion Laboratory  
NASA Johnson Space Center  
NASA Kennedy Space Center  
NASA Langley Research Center  
NASA Marshall Space Flight Center  
NASA Support Services Center  
NASA Stennis Space Center  
NASA Office of Procurement  
NASA Solution Enterprise Wide Procurement

# NASA Matchmaker – What to Know con't

Deadline to sign up for Matchmaker Session:  
**February 23<sup>rd</sup> 11:59 pm EST**

Links: <http://bit.ly/SupplierSummit2021>



## NASA Centers:

NASA Ames Research Center  
NASA Armstrong Flight Research Center  
NASA Glenn Research Center  
NASA Goddard Space Center  
NASA Jet Propulsion Laboratory  
NASA Johnson Space Center  
NASA Kennedy Space Center  
NASA Langley Research Center  
NASA Marshall Space Flight Center  
NASA Support Services Center  
NASA Stennis Space Center  
NASA Office of Procurement  
NASA Solution Enterprise Wide Procurement



# Business Outreach Team

## Sonja Barkley

Small Business Outreach Manager

P 803-737-1661 | C 803-603-0614

[sbarkley@sccommerce.com](mailto:sbarkley@sccommerce.com)



## Dayton Ward

Supplier Outreach Program Manager

P 803-737-0651 | C 803-360-3338

[dward@sccommerce.com](mailto:dward@sccommerce.com)



# Questions?

**Tammie Greene**

803.737.0585 direct

803.331-4553 mobile

[tgreene@SCcommerce.com](mailto:tgreene@SCcommerce.com)



**South Carolina**  
Department of Commerce

Just right for business.





# OSBP Learning Series: What to Know Before You Go

*Countdown to Success Supplier Summit  
with Supplier Matchmaking Session*

Truphelia M. Parker  
Program Specialist



# Do Your Homework!

- **Start** with a Small Business Specialist (SBS) at each NASA Center
  - Build relationships with the Center SBS and the Industry Small Business Liaison Office (SBLO)
- Learn about NASA 's various missions
  - Each NASA Center has different Missions
  - Varied mix of products and services
- Respond to Sources Sought Synopses / Request for Information
- Use Small Business resources:
  - Agency Acquisition Forecast
  - Procurement Technical Assistance Center (PTAC)
  - Small Business Administration (SBA)
  - Trade associations
  - Outreach Events



# NASA Small business Specialists Around the Country



**Ames Research Center**  
Aerospace and Small Spacecraft  
Moffett Field, CA  
**Armstrong Flight Research Center**  
Atmospheric Research and Testing  
Edwards, CA  
*Christine L. Munroe*



**Jet Propulsion Laboratory**  
Deep Space Robotic Rovers and Networks  
Pasadena, CA



*Charles E. Bray, Jr.  
Mary Helen Ruiz  
Matthew B. Christian  
Tara A. Every  
Anna N. Hovano*



**Johnson Space Center**  
Human Space Flight Operations  
Houston, TX



*Robert E. Watts  
Richard T. Slater  
Monica F. Craft*



**NASA Shared Services Center**  
Agency Contract Support  
Bay St. Louis, MS  
*Troy E. Miller*



**Stennis Space Center**  
Vehicle Engine Testing  
Bay St. Louis, MS  
*Kay S. Doane*

**Glenn Research Center**  
Aeronautics and Spacecraft Technology  
Cleveland, OH  
*Eunice J. Adams-Sipp*



**Goddard Space Flight Center**  
Science Missions and Telescopes  
Greenbelt, MD  
*Jennifer D. Perez  
Sholainka Martyn  
Kandice P. Chappell*



**Langley Research Center**  
Aviation and Space Research  
Hampton, VA  
*Robert O. Betts*



**Kennedy Space Center**  
Space Vehicle Launch and Landing  
Cape Canaveral, FL  
*Joyce C. McDowell  
Natalie B. Colvin*



**Marshall Space Flight Center**  
Space Transportation, Propulsion Systems, Space Systems, and Science  
Huntsville, AL  
*David E. Brock*



# NASA Small Business Specialists

Center Category	Center	Name	Phone	Email
RESEARCH CENTERS	Ames Research Center	Christine L. Munroe	650-604-4695	<a href="mailto:Arc-smallbusiness@mail.nasa.gov">Arc-smallbusiness@mail.nasa.gov</a>
	Armstrong Flight Research Center	Christine L. Munroe	650-604-4695	<a href="mailto:Arc-smallbusiness@mail.nasa.gov">Arc-smallbusiness@mail.nasa.gov</a>
	Glenn Research Center	Eunice J. Adams-Sipp	216-433-6644	<a href="mailto:Grc-smallbusiness@mail.nasa.gov">Grc-smallbusiness@mail.nasa.gov</a>
	Langley Research Center	Robert O. Betts	757-864-6074	<a href="mailto:Larc-smallbusiness@mail.nasa.gov">Larc-smallbusiness@mail.nasa.gov</a>
SPACE CENTERS	Johnson Space Center	Robert E. Watts	281-244-5811	<a href="mailto:Jsc-smallbusiness@mail.nasa.gov">Jsc-smallbusiness@mail.nasa.gov</a>
	Kennedy Space Center	Joyce C. McDowell	321-867-3437	<a href="mailto:Ksc-smallbusiness@mail.nasa.gov">Ksc-smallbusiness@mail.nasa.gov</a>
	Marshall Space Flight Center	David E. Brock	256-544-0267	<a href="mailto:Msfc-smallbusiness@mail.nasa.gov">Msfc-smallbusiness@mail.nasa.gov</a>
	Stennis Space Center	Kay S. Doane	228-688-1720	<a href="mailto:Ssc-smallbusiness@mail.nasa.gov">Ssc-smallbusiness@mail.nasa.gov</a>
SCIENCE CENTER	Goddard Space Flight Center	Jennifer D. Perez	301-286-4379	<a href="mailto:Gsfc-smallbusiness@mail.nasa.gov">Gsfc-smallbusiness@mail.nasa.gov</a>
FEDERALLY FUNDED R&D CENTER	Jet Propulsion Laboratory	Charles E. Bray, Jr.	818-354-5620	<a href="mailto:smallbusiness.programsoffice@jpl.nasa.gov">smallbusiness.programsoffice@jpl.nasa.gov</a>
AGENCY-WIDE RESOURCE CENTER	NASA Shared Services Center	Troy E. Miller	228-813-6558	<a href="mailto:nssc-smallbusiness@mail.nasa.gov">nssc-smallbusiness@mail.nasa.gov</a>

# Contact



**Truphelia M. Parker**

Program Specialist

NASA Office of Small Business  
Programs

(202) 358-1820

[smallbusiness@nasa.gov](mailto:smallbusiness@nasa.gov)



# Q&A Session



OFFICE OF **SMALL BUSINESS** PROGRAMS  
...where small business makes a **BIG** difference



# OSBP Updates



OFFICE OF **SMALL BUSINESS** PROGRAMS  
...where small business makes a **BIG** difference

National Aeronautics and Space Administration 

*Virtual* **NASA HBCU/MSI Engagement Workshop at CIAA**

The NASA Minority University Research and Education Project (MUREP) will host a virtual workshop during the Central Intercollegiate Athletic Association (CIAA) tournament for Historically Black Colleges and Universities (HBCUs) and Minority Serving Institutions (MSIs) seeking NASA funding opportunities.

**Tuesday, February 23, 2021**  
**2:00 - 4:00 pm EST**

Register Today!

**CLICK HERE** 

<https://nasa-hbcu-msi-at-ciaa.eventbrite.com>



<https://www.nasa.gov/>   The Next Generation of Explorers

# NASA HBCU/MSI Engagement Workshop at CIAA

For information and to register, click [here](#).

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# Countdown to Success Supplier Summit

## with Supplier Matchmaking Session

**Virtual!** COUNTDOWN TO SUCCESS  
Supplier Summit  
with Supplier Matchmaking Session  
**Wednesday, March 3, 2021**  
This virtual event is free but requires registration

Matchmaking Session Sign-up  
<http://bit.ly/SupplierMatchmakingSummit>

*The Bridge to Local, State, and Federal Opportunities*

NASA CHARLESTON COUNTY SOUTH CAROLINA South Carolina Department of Commerce Just right for business. NASA SC Space Grant Consortium

For more information, click [here](#).



# OSBP Learning Series

Event Date	Description	Action
January 27, 2021	<b>How to Do Business with NASA Langley Research Center</b> Guest Speaker: Robert O. Betts, Small Business Specialist	<a href="#">Register</a>
February 17, 2021	<b>What to Know Before You Go: Countdown to Success Supplier Summit</b> Charleston County Government	<a href="#">Register</a>
March 17, 2021	<b>How to Do Business with NASA Shared Services Center</b> Guest Speaker: Troy E. Miller, Small Business Specialist	<a href="#">Register</a>

- Monthly on 3<sup>rd</sup> Wednesday
- 1:00 – 2:30 pm ET
- FREE!
- Register:  
<https://osbp.nasa.gov/knowledge-portal.html>



Connect with OSBP at [www.osbp.nasa.gov](http://www.osbp.nasa.gov)  
or [smallbusiness@nasa.gov](mailto:smallbusiness@nasa.gov)



OSBP  
Website



OSBP  
Learning  
Series  
Webinars



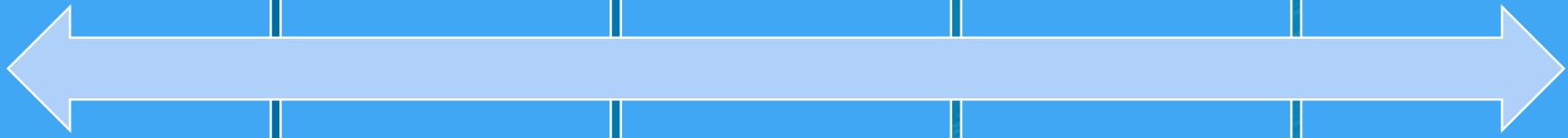
Small  
Business  
Outreach  
Events



OSBP  
Mobile  
App



Social  
Media



## To learn more about the Small Business Program at NASA:



*<http://www.osbp.nasa.gov>*



202-358-2088



*[smallbusiness@nasa.gov](mailto:smallbusiness@nasa.gov)*



@NASA\_OSBP



NASASmallBusiness



OSBP Mobile, available on iOS and Android devices